









# BUSINESS

	<b>DOW</b> 12,354.35		<b>BONDS</b> 30-yr. U.S. 4.84%
	<b>NASDAQ</b> 2,421.64		<b>DOLLAR</b> in Yen 117.81
	<b>S&amp;P 500</b> 1,420.86		<b>GOLD</b> New York \$663.00
<b>SPDR Checkpoint</b> 18.8% <b>RAD Global</b> -13.1% <b>DAY: Payments</b>			

# Experts urge tilt to inland jobs

**WORK FORCE:** Business leaders say youths should be trained to fill local needs, not commute to the coast.

BY RODD CAYTON  
THE PRESS-ENTERPRISE

Inland business, education and work force development officials say the goal of those preparing the region's youths for careers should be to steer them toward occupations that will be prominent here, rather than training them to commute to Southern California's coastal counties.

Mike Gallo, president of Kelly Space & Technology Inc., said

that collaboration among the various interested sectors will see a trained-for-local-industries work force as one of the most immediate tangible benefits.

Gallo and other participants at a Riverside conference on work force and economic development Thursday said that businesses want to move to a location with a work force they can use already in place, rather than relocate and then train the

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existing work force to meet their needs.

A trained work force, consisting largely of defense-industry workers who'd bought homes inland and commuted to Los Angeles and Orange counties, was among the factors that drew the rocket tester and launch-vehicle maker to its location at San Bernardino In-

ternational Airport, Gallo said. He said the airport is fast becoming a hub for aviation and related firms, which could be a boon for the area.

"They're coming," Gallo said. "They'll come and pass you by if you're not ready. We have to look at it (as a choice between) planned growth or catching the leftovers of everybody else. I think we want the former. Collaboration will make a real difference."

Ricardo Olaldo, of Kleinfelder Inc., said his company wants to  
See **YOUTHS/E5**

## YOUTHS

CONTINUED FROM E1

expand aggressively over the next few years, but doesn't see the work force developing near his Redlands office.

"We need to get the message to the kids that engineering is exciting," Olaldo said. "Nobody is taking that message out to the kids."

He said that training Inland youths for the kinds of engineering and construction-management jobs Kleinfelder wants to fill makes sense because the field is populated with baby boomers who'll retire over the next few years, leaving a vacuum — and opportunities for younger workers.

Leslie Rodden, of the office of the San Bernardino Superintendent of Schools, said educators are contending with No Child Left Behind and standardized testing requirements, but also are focusing on training students for both college and career paths.

The conference, Thursday at the Riverside Convention Center, was convened as a way of facilitating dialogue between the government, education, business and economic development sectors, with the aim of preparing the two-county region to compete in the global economy.

Others at the conference speculated that besides logistics, which has been well-documented as a prime industry in the Inland area, the region could also establish itself as a hub for such industries as energy and biotechnology.

Reach Rodd Cayton at 951-368-9412 or [rcayton@PE.com](mailto:rcayton@PE.com)

"We need to get the message to the kids that engineering is exciting. Nobody is taking that message out to the kids."

**RICARDO OLALDO,**  
KLEINFELDER INC.

THE PRESS-ENTERPRISE

# BUSINESS

SECTION



TUESDAY  
APRIL 3, 2007

27.15	DOW 12,382.30	BONDS 30-Yr U.S. 4.84%
0.62	NASDAQ 2,422.28	DOLLAR in Yen 117.73
5.69	S&P 500 1,424.55	GOLD New York \$688.70
GOOD First Data 20.63% BAD Altira -22.31% DAY: Group		

## IN BRIEF

FROM STAFF REPORTS AND NEWS SERVICES

### INLAND

#### Governor appoints two to state boards

Barbara Halsey, executive director of the San Bernardino Workforce Investment Board, has been hired by Gov. Schwarzenegger as executive officer of the California Workforce Investment Board, the governor's office announced Monday.

She has nearly 27 years of experience in the workforce training field and serves as executive director of the San Bernardino County Workforce Development Department.

She worked for the San Bernardino County Jobs and Employment Services Department from 1997 to 2002 in several capacities, including supervising employment services specialist.

The governor also appointed Riverside car dealer Ramon Alvarez to the New Motor Vehicle Board. Alvarez owns Alvarez Lincoln-Mercury and Alvarez Jaguar in Riverside.

RODD CAYTON

# BUSINESS

## TUESDAY'S CLOSE

Dow Jones	▲ 4.71	12,573.85	S&P	▲ 3.78	1,448.39	Gold	▲ 4.60	676.50
Nasdaq	▲ 8.43	2,477.61	Oil	▲ 0.02	62.93	Silver	▲ 0.122	13.888

AT THE SUN

WEDNESDAY / APRIL 11, 2007

## THE LOCAL SCENE

SAN BERNARDINO COUNTY

### Workforce board elects new officers

The San Bernardino County Workforce Investment Board has elected Chino Hills Councilman **Curt Hagman** as its new chairman and board member **Mike Gallo** as the new vice chairman.

"Both Curt and Mike bring years of experience and dedication to the Workforce Investment Board," said Board of Supervisors Chairman **Paul Biane**. "Their knowledge and leadership will be invaluable resources as the board works to promote a work-force development system that effectively responds to the needs of our business community, job seekers, workers and youth."

Hagman also chairs the board's Youth Council and supports various youth organizations. Gallo previously was chairman for four years.

# Job training crucial for region to thrive

BY PAUL BIANE  
AND CURT HAGMAN

Last week, the Brookings Institution spelled out the importance of Inland California and work force training to the state's economy.

The group, in a report titled "The Third California: The Golden State's New Frontier," said that Inland areas will drive the future of this globally powerful and influential economy. How San Bernardino County and its peers tackle their challenges and opportunities will set the stage for the next generation of economic growth.

The San Bernardino County Board of Supervisors is working on solutions to the region's economic and workforce needs. The county's Economic Development Agency is charged with ensuring the vitality of our economy. Economic development professionals working in tandem with the Workforce Investment Board have launched successful initiatives in advanced manufacturing, health care, aviation and education reform.

By convening regional economic, business and educational leaders, the Workforce Investment Board is helping local residents improve their quality of life by identifying workforce training programs necessary for local businesses to prosper.

The Board of Supervisors and Workforce Investment

Board helped fund and launch aviation training at Southern California Logistics Airport in Victorville. The program will answer the need for up to 300 highly skilled and highly paid technicians each year. The training keeps existing businesses profitable and creates the needed talent to fill the estimated 8,000 jobs that the airport can generate.

Our diverse, \$100 billion economy is driving growth in Southern California.

With a substantial number of young, skilled individuals and families choosing to live in the region, our goal is to provide the leadership necessary to ensure that they have jobs that will offer them the opportunity to thrive.

According to the Brookings study, "Population growth alone cannot build the overall economy." It takes leadership, vision and a collaborative approach to develop our workforce and economy and to maintain our edge in an increasingly challenging global marketplace.

San Bernardino County stands ready to preserve the dreams and opportunities that California has always represented.

Paul Biane is chairman of the San Bernardino County Board of Supervisors. Curt Hagman is chairman of the San Bernardino County Workforce Investment Board.

## San Bernardino County's work force official takes state job

11:18 AM PDT on Sunday, April 15, 2007

By JOSH BROWN

The Press-Enterprise

In her three years as San Bernardino County's chief work force official, Barbara Halsey said she has spent most of her time as a translator.

The county's Workforce Investment Board is charged with developing the region's workers, anticipating job trends and advising schools what skills are needed.

"We all speak different languages -- businesses, government and schools," Halsey said. "We need a translator. I really see work-force development as having that role."



Halsey, 47, will take what she's learned in San Bernardino and apply it statewide. She was recently named executive officer for California Workforce Investment Board and will head to Sacramento next month to begin that role.

When she took the reins of San Bernardino's Workforce Investment Board, the agency was focused more on reacting to what jobs were in demand, she said.

"We knew what the demand occupations were," she said. "What we didn't understand was how to connect the bigger initiatives to affect how people move into a work field."

Halsey has spent much of her time trying to reverse the equation. Rather than reacting to demand, the board now attempts to predict what jobs will be needed around the corner, and then prepare the schools, she said.

But predicting the future is never easy. Halsey enlisted the help of regional economists and businesses to study job trends to translate that into skills workers would need.

"Companies are increasingly making location decisions based on the workforce. Skilled workforce is becoming scarce," said Brian McGowan, head of the county's Economic Development Agency. "Barbara was very keen on making sure it was communicated back to the community colleges."

She also created a program to reach out to community colleges to tell them what skills are needed, McGowan said.

"The challenge was how do we get that information to be understandable," Halsey said. "How do we show these teachers what's important? I think we're just starting to figure that piece out."

Another of Halsey's initiatives was to create a county jobs Web site, where employers and workers could post information and connect. The Web site has been popular, with some 90,000 jobs posted there since its inception.

Halsey said one of her biggest challenges over the past three years was trying to secure funding for work-force programs. State budget cuts have drastically eaten into workforce funding over the past decade, she said.

"She's been very good at spending those dollars smartly," McGowan said.

Contributions from companies and other private organizations have also helped bridge the funding gap, Halsey said.

For San Bernardino County, having a native in Sacramento could mean extra consideration for projects or funding.

"She ran into a lot of roadblocks at the state level," McGowan said. "So having someone in Sacramento understand where those roadblocks are will make our programs here much more effective."



## Hesperia center helps job seekers find the perfect fit

Mitch Deacon, Staff Writer

April 23, 2007 - 9:29AM

HESPERIA — In today's rapidly changing economy, workers need to know where job opportunities are being created while companies need a way to find qualified candidates.

Trying to build a bridge between the two parties, the county Employment and Business Resource Center in Hesperia is a place where job seekers can get information on new jobs, and employers can meet with the staff to explain their business needs and arrange interviews with applicants who have been pre-screened for open positions.

When Arrowhead Credit Union decided to open a new full-service branch office in Hesperia, they contacted the staff of the resource center to find potential applicants. The company interviewed more than 50 people during a recent job fair at the resource center.

"Our hiring manager plans to call people back today for second interviews, so we may be close to making job offers to some people later today. Normally that process might take a month," said Max Arbolida, vice president of employee relations for Arrowhead Credit Union.

"Since we are new to Hesperia, the staff can help facilitate our entrance into the community by utilizing the resources at the facility to publicize our positions and find employees," Arbolida said.

Obtaining information on emerging job opportunities is a crucial survival skill for workers in the contemporary job market, county officials argue.

"If the average adult changes jobs more than seven times in a lifetime, they need a central place where they can go for good reliable information on local economic growth," said Barbara Halsey, director of the Workforce Development Department.

"We want to make sure businesses are connected to the work force," Halsey said. "Our career counselors help people connect with employment opportunities and build careers by providing them with rich information about jobs that are available, how to get a job in the right industry and how to advance in their careers."

To address the needs of the business community and the job-seeking public, there are two separate entities working together under the same roof.

The Business Resource Center works with businesses and entrepreneurs in the community to determine their needs, while the Employment Resource Center welcomes individuals looking for employment.

"If you are at home looking for a job and don't know where to start, this is the place," said Kathleen Oles, work force development supervisor of the Hesperia Employment Resource Center.

"We provide workshops on job search skills as well as computers, fax machines, copy machines and telephones."

When Wal-Mart opened a new distribution center in Apple Valley, the Employment Resource Center helped the company recruit workers by prescreening for job interviews so that hiring managers were not bombarded with unqualified applicants.

"Every person who comes through our doors will be seen by a case manager," she said. Businesses and entrepreneurs are offered a wealth of resources at the center.

"Our focus is to make sure that the businesses in this county are healthy, and that includes assisting them in finding the very best employees that are available," said Sue Tippit, business resource specialist with the Hesperia resource center.

"In addition, this center is open to people starting their own businesses," Tippit explained. The resource center features a library with literature on how to start a small business in many different industries, from beauty salons to eCommerce.

The center also has computers with software programs for developing business and marketing plans and handling taxes.

Individuals interested in becoming entrepreneurs can use the resources to create a well-organized business plan, which can help them qualify for small business loans.

In addition to the Hesperia office, the county also operates business and employment resource centers in Rancho Cucamonga and San Bernardino, with satellite offices in Barstow, Redlands and Joshua Tree.

Funding and oversight for county resource centers is provided by the San Bernardino Workforce Investment Board, which receives money from the federal and county governments.

Comprised of public sector officials and private business leaders, the Workforce Investment Board assisted nearly 80,000 jobs seekers at its employment Resource Centers in 2005, according to county officials.

"We are trying to facilitate employers who come to the county and also the people in need of employment by discovering the kinds of jobs that are needed in the industries that are coming here," said John Lewis, director of government relations of Loma Linda University Medical Center and a member of the Workforce Investment Board.

For more information on the Hesperia Employment and Business Resource Center, visit the Web site of the San Bernardino Workforce Investment Network at [www.csb-win.org](http://www.csb-win.org) or call the Hesperia office at 949-8526.

Mitch Deacon can be reached at 951-6232 or at [mdeacon@vvdailypress.com](mailto:mdeacon@vvdailypress.com).

## Center provides a center for job seekers

May 03, 2007

By Christina Chanes Nystrom  
Correspondent

The San Bernardino County Workforce Investment Board is working to provide services to residents through one-stop Employment Resource Centers.

The centers in Rancho Cucamonga, San Bernardino and the High Desert are places where job seekers can get valuable information on job opportunities, training and services to help them access employment.

The WIB, a committee of volunteers from the business community, educational institutions and public service professions, are working to provide opportunities to meet with and interview for jobs in the heart of the Inland Empire.

"We have had more than 77,000 job seekers access services through our one-stop job

placement offices, which we call resource centers, which is very exciting," said Sandy Harmsen, acting executive director of the WIB and the Work Force Development Department of San Bernardino County. "We oversee the programs offered and are working to help more residents find well-paying jobs right here in the community where they live and are raising their families."

Services provided by the resource centers include career counseling and job search assessment.

at the resource centers we have in the county fax machines, copy machines, telephones - everything you need to help secure a job, along with the staff support to help residents go out and find the right job for them that suits their needs," Harmsen said.

Curt Hagman, chairman of the WIB, said offering job fairs throughout the area is another way the group helps bring vital jobs to the county.

"By partnering with companies in the business community and with educational resources such as Chaffey College, we are doing our part to bring vital jobs to our community and get our residents the quality work they need to live in our community without having to travel outside the county to do it," said Harmsen.

"We're doing our part to offer the supportive services to help job seekers with resumes and interview techniques while working side by side with those employers who want to hire quality employees now."



## Skilled workers needed

Economic news from any source in Southern California paints a picture of the job base being outsourced to other countries, with manufacturing leading the way. The reality is quite different. Since 1990, manufacturing jobs in the Inland Empire have increased by nearly 60 percent, according to Jack Kyser's March report on manufacturing in Southern California.

In fact, the report stated that the manufacturing sector in San Bernardino County gained almost 3,000 jobs in 2006 and currently employs 124,000 persons in a variety of manufacturing-related positions.

Manufacturing jobs are key to a thriving economy, because they pay well and the industry's operations have a high job multiplier effect. Every dollar in sales of manufactured products supports \$1.37 in other sectors of the economy. And there are a number of spinoff jobs that are created to support each manufacturing operation. Consider the ancillary services a manufacturing plant needs locally such as materials, parts, maintenance, distribution, payroll, banking, accounting, legal, and even janitorial and food services for their workers.

Manufacturing jobs are also a good way to achieve a well-paying, stable career with upward mobility and good benefits.

Skilled manufacturing workers in San Bernardino can earn salaries well above the median income needed to maintain a middle-class quality of life in San Bernardino County.

This is great news, but there is a dark cloud behind this silver lining.

Local manufacturing companies in San Bernardino County are struggling to find the workers they need. An aging and retiring work force along with misperceptions about the work environment and opportunities manufacturing provides has led to a shortage of employees.

An informal survey of 19 member companies involved in the Manufacturers Council revealed that each firm has an immediate need for skilled workers in the mechanical and electrical trades.

Many companies have been recruiting outside of the county, and even outside of the state. They would rather have these jobs be filled by residents of San Bernardino County, but skilled workers are hard to find.

The Manufacturers Council is working with the San

Bernardino County Workforce Investment Board to develop additional training programs to build the skills of local workers to meet the needs of local manufacturing employers.

Current training programs developed with the local colleges and the San Bernardino Workforce Investment Board have transformed 48 of our current semi-skilled employees into highly skilled craft employees in just the last year.

Today, the Workforce Investment Board of San Bernardino County will consider funding additional training programs to develop the skills of our local workers.

Our hope is that the Workforce Investment Board continues its partnership and further helps us as we seek to run businesses that fuel the economy of our county and provide people with good-paying, local jobs.

**ROD HOOVER**  
Chairman of Manufacturers Council  
Manager of human resources,  
California Steel Industries Inc.

THE PRESS-ENTERPRISE

# BUSINESS

SECTION



THURSDAY  
MAY 17, 2007

103.69 ↑	DOW	1487.53	↑	BONDS	30-yr U.S. 4.98%
22.13 ↑	ASDAQ	547.42	↑	DOLLAR	in Yen 120.74
12.95 ↑	S&P 500	514.14	↑	GOLD	New York \$660.20
GOOD ONZ 15.48% BAD Salary.com -11.45% DAY: Technologies DAY:					

## IN BRIEF

FROM STAFF REPORTS AND NEWS SERVICES

### S.B. County to spend \$150,000 on training

The San Bernardino County Workforce Development Board will spend about \$150,000 on a program to train electricians and mechanical-craft technicians, according to a statement.

The programs, in a partnership with the Manufacturer's Council, take approximately 400 hours to complete. For more information, contact the work-force board at 1-800-451-5627.

JOSH BROWN